

TO: Mr. David Lennox

FAX: 81-46-270-1872

FROM:

Thomas Chambers  
Sales Manager

FAX:

(248) 393- 5263

Cc: Hans Wortmann  
Shigenori Asoh

49-69-76-03-3847  
81-3-5649-7020

DATE: July 29, 2002

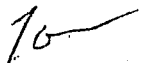
PAGES: 9 (including cover sheet)

RE: Nissan [QW] Nomination Letter – Executed Copy

Dave,

Hello. Signed copy of the Nomination Letter.

Best Regards  
Tom Chambers



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One Continental Drive, Auburn Hills, MI 48326-2356  
Phone: 248-393-5265

Modulation  
Actuation  
[QW]

Mr. Hans Wortman  
Continental Teves AG&Co. oHG  
Guerickestrasse 7  
D-60488 Frankfurt a.M  
Germany  
Tel: +49(69) 76 03 35 27  
Fax: +49(69) 76 03 38 47  
July 5<sup>th</sup> 2002

Mr. Shunichi Nabetani  
560-2, Okatsukoku,  
Atsugi-shi,  
Kanagawa 243-0192,  
Japan

Tel: +81 (0) 46 270 3514  
Fax: +81 (0) 46 248 5939  
e-mail: s-nabetani@mail.nissan.co.jp

Subject: Nomination Letter for X61B [QW] program for NNA and NE (Part: Modulation & Actuation)

Dear Sir,

We refer to Continental Teves's submissions for X61B [QW] by Mr Hans Wortmann (Ref; e-mail 6/26/2002 Wed 1:25 AM) in response to our "RFQ" (Ref; RFQ X61B [QW][WQW] dated 11<sup>th</sup> Jan 2002 plus additions / amendments including TPMS/BLSD March 2002) and are pleased to confirm that you have been selected to develop the following for X61B [QW] Programs ("the Project") in the NNA and NE regions.

- Modulation (ABS, VDC and BLSD) and Actuation.

This selection has been made on condition that:

1. You satisfactorily complete and sign the commercial commitment document and return it to us by 22<sup>nd</sup> of July, 2002.
2. The provisions set out in the RFQ and the "ORDER TERMS AND CONDITIONS" attached hereto will apply to any purchasing carried out during the Project. Should there be any inconsistency between the ORDER TERMS AND CONDITIONS and the provisions in the RFQ package, the ORDER TERMS AND CONDITIONS will prevail.
3. The confidentiality obligations set out or referred to in the RFQ continue in full force and effect.
4. Any material change to:-
  - (i) your ownership; or
  - (ii) those having management responsibility for you; or
  - (iii) the ownership or management of those companies which directly or indirectly control you; or
  - (iv) your financial situation or to the financial situation of any members of your groupshall entitle us to terminate forthwith the development work carried out hereunder without any liability whatsoever to you whether under this letter of appointment or otherwise.
5. You meet part & tooling price, quality, delivery and production conditions as agreed upon between you and us in writing based on the commercial commitment document. In the event that you do not achieve any or all of such agreed commitments, we reserve the right to terminate the development work with immediate effect and without any financial liability whatsoever under this letter of appointment or otherwise.

If you agree to all of the above conditions, you are requested to start the product process development so as to meet vehicle production schedule. Currently, the production of X61B is planned at NMISA (Barcelona, Spain) plus NNA (Smyrna & Canton, USA), but we will give you notice without delay should we change the plants where the Project is to be produced.

Subject to your meeting all these requirements mentioned in the Items 1 through 5 herein above, we will be prepared to appoint you as a supplier for the mass production of Modulation & Actuation for the Project pursuant to a Supply Agreement to be separately made between you and us.

Non-Selection for the supply of the parts will not rise any legal liability on the part of Nissan, in the event that you do not meet any or all of the above requirements.

Concerns remain within Nissan with regard to the quality / reliability of software as Teves are deviating from the standard Teves procedure. Quality of ECU production in Mexico also remains a concern for Nissan. Teves is asked to address both of these issues and report the latest situation before the end of August.

Your quotation that you submitted to us is your committed price for the Project at the start of production and our task is to prevent cost increase and reduce costs further.

Whenever you have cost changes, please contact the Deputy Global Supplier Account Manager of Renault Nissan Purchasing Organisation, Mr S. Nabetani. However, cost increases for which Renault or Nissan is not liable should be offset by Continental Teves's own cost reduction activities.

All correspondence related to this letter should be sent to the following contact name at the address set out below:

Mr Shunichi NABETANI  
560-2, Okatsukoku, Atsugi-shi,  
Kanagawa 243-0192,  
Japan

We look forward to achieving the targets of this Development and the Project working together with you.

Yours sincerely

Mr Shunichi NABETANI  
Renault Nissan Purchasing Organization  
DGSAM Braking System

Mr Olivier GUINTRAND  
Renault Nissan Purchasing Organization  
GSAM Braking System

Cc :	Yves ARBEILLE	RNPO General Manager Vehicle Parts
	Frederic FOURNIER	RNPO RSPM Europe
	Masahiko TSUCHIYA	RNPO RSPM North America
	Ikedo TADAHICO	NML Senior Buyer
	David LENNOX	NML Buyer
	Mark MELTZER	NNA Buyer
	Steve LOWDON	NE Buyer
	William Kozyra	Continental Teves
	Shigenori ASOH	Continental Teves
	Yasuyuki KITANO	Continental Teves
	Martin SCHULENBERG	Continental Teves
	Axel AHRENS	Continental Teves
	Tom CHAMBERS	Continental Teves

1) Commodity Details

Name	Continental Teves AG&Co. oHG	Vendor Code	B220
Commodity Description	Modulation & Actuation	Part Numbers (1st 5 digits)	47660 & 46007 respectively

2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2005	Y	See Page 4 of 6.	Piece costs include:- A) Packaging, labeling and loading to collection vehicle. B) All development costs.
Latest Piece Price in 08-Jul.-02	Y	As above	
Quality Index	Y	As per RFQ requirements.	
Price Basis (E.g. RFQ Design Specification & date)	Y	RFQ requirements. Teves costs include doing all required NDS tests.	Should a test failure occur discussions will take place to determine if action is to be taken and any cost impact agreed
Tooling	Max SOP Price	Y	See Page 4 of 6
Tooling Payment Terms	100% PSW	Y	Lump sum after all necessary Nissan tests / Checks completed successfully. (Usually just before vehicle SOP).
Trial part Price	Y	SOP Production Price for S-lot and subsequent trials. Provided off production tool.	Any exceptions to be negotiated between supplier and Nissan Trial Parts Purchasing
Nissan Terms & Conditions	N	Basic Purchasing Agreement, and RFQ Conditions	Nissan terms and conditions apply until a mutually agreed MPA is established.
5 Year Cost Reduction	Y See page 4 of 6	'05FY '06FY '07FY '08FY '09FY	Supplier's voluntary proposal Official target for '05 and after to be set later.

3) Supplier Commercial Summary Comments

5-year cost reductions as per attached quotation and Nissan 180 response. (See comment 3) in 4) Below)

4) Terms and condition clarification

- There will be no adjustment for raw material cost fluctuations or exchange rates.
- Terms and Conditions shall be a mutually agreed MPA, which is targeted to be agreed by end of 2002 latest. See the attached matrix for specific items discussed in relation to [QW], should there be conflict with items in the MPA the MPA will take precedence for those items.
- Nissan accepts Teves productivity defined on page 4 of 6 and Teves N180 response as a minimum commitment, however as previously indicated further improvement is expected.

Commercial Director	Signature: 	Print Name: Thomas Chambers	Date: 7/29/02
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Commodity Details

Name	Continental Teves AG&Co. oHG	Vendor Code	B220
Commodity Description	Modulation & Actuation	Part Numbers (1st 5 digits)	47660 & 46007 respectively

5) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Y	RFQ volumes plus margin for volume fluctuations.	
Manufacturing Location (Country/Town)	Y	NNA Modulation, Morganton, NC. NNA Actuation, Asheville, NC. NE Modulation, Frankfurt, Germany. NE Actuation, Jizin, Czech Rep.	
3 Year Warranty	Y	As per NMISA and NNA standard agreement	
Logistics (FCA, CIF, Delivery Frequency)	Y	FCA. Includes packaging, Labeling and loading to collection vehicle.	Final collection frequency to be established. Prices based on RFQ delivery / collection frequency.
Packaging Style	Y	Price accommodates Nissan packaging guidelines for NE / NNA as appropriate.	Final packaging detail to be established during development.
Project Leader Contact Details	Tel		
	Fax		
	E-mail		

6) Supplier Project Summary Comments (i.e.: Local Contents Requirement)

Project Manager	Signature: 	Print Name: Thomas Chambers	Date: 7/29/02
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## Modulation

(Productivity after first year of production; -2% / year NA business, -1% per year NE business)

Part Number 5 Digits	Part Description	Part Specification	Maximum SOP Piece Price Commitment in FY2005		Tooling Cost Maximum SOP Price
			FCA cost	+ DDP cost	
47660	NNA 2WD ABS	Mk 25, Modulation including:- 1) Sensor cluster all VDC units. 2) G Sensor (4WD versions).	\$ 106.40		\$0, as tooling not required.  All development costs included in the piece cost.
	NNA 4WD ABS		\$ 116.40		
	NNA 2WD BLSD		\$ 250.25 ✓		
	NNA 4WD BLSD		\$ 256.25		
	NNA 2WD VDC	Not including:- 1) Fixing parts for ICU bracket	\$ 330.50		
	NNA 4WD VDC		\$ 336.50		
	NE 2WD ABS		Euro 107.50 + Euro 1.10		
	NE 4WD ABS		Euro 117.50 + Euro 1.10		
	NE 2WD VDC		Euro 272.30 + Euro 1.10		
	NE 4WD VDC		Euro 279.60 + Euro 1.10		

## Actuation (Control Assembly)

(Productivity after first year of production; -1.5% / year NA business, -1.5% per year NE business)

Part Number 5 Digits	Part Description	Part Specification	Maximum SOP Piece Price Commitment in FY2005		Tooling Cost Maximum SOP Price
			FCA cost,	+ DDP cost	
46007	NNA 2WD & 4WD ABS	8+9 Booster (ABS & BLSD = Adam, ESP = Adam with P60 pressure sensor) assembled to 25.4mm Master Cylinder and tested to NDS requirements.	\$ 51.30		\$1.5 million covering all NNA actuation
	NNA 2WD & 4WD BLSD		\$ 51.70		
	NNA 2WD & 4WD VDC		\$ 63.70		
	NNA 2WD & 4WD ABS	9+10 Booster (ABS & BLSD = Adam, ESP = Adam with P60 pressure sensor) assembled to 25.4mm Master Cylinder and tested to NDS requirements..	\$ 54.35		
	NNA 2WD & 4WD BLSD		\$ 54.75		
	NNA 2WD & 4WD VDC		\$ 66.75		
	NE 2WD & 4WD ABS	8+9 Booster (ABS = Adam, VDC = Adam with P60 pressure sensor) assembled to 25.4mm Master Cylinder and tested to NDS requirements.	P/Up Euro 52.10 + 1.50 Wgn Euro 52.10 + 1.60		Euro 0.431 million covering all NE actuation
	NE 2WD & 4WD Non ABS		P/Up Euro 47.10 + 1.50 Wgn Euro 47.10 + 1.60		
	NE 2WD & 4WD VDC		P/Up Euro 66.10 + 1.50 Wgn Euro 66.10 + 1.60		
	NE 2WD & 4WD ABS	9+10 Booster (ABS = Adam, VDC = Adam with P60 pressure sensor) assembled to 25.4mm Master Cylinder and tested to NDS requirements.	P/Up Euro 55.10 + 1.50 Wgn Euro 55.10 + 1.60		
	NE 2WD & 4WD Non ABS		P/Up Euro 50.10 + 1.50 Wgn Euro 50.10 + 1.60		
	NE 2WD & 4WD VDC		P/Up Euro 69.10 + 1.50 Wgn Euro 69.10 + 1.60		

FCA definition includes:- the parts correctly packed, labeled and loaded to the collection vehicle.

All NMISA business is awarded on a delivered basis. Full tooling cost breakdowns are required to complete nomination and should be provided no later than the response date in this letter, standard format attached.

The above cost table is based on Mk25 modulation and compatible actuation which is the basis of this sourcing. Should Mk25e be adopted the prices shall be as those provided in cost table of e-mail from Martin Schulenburg dated 26/06/2002 (Wed) 09:44. (Alternative 1 if adopted from SOP, Alternative 2 if adopted from 08MY. If another timing occurs costs to be discussed, but would follow a similar principle to page 6 of 6). For costs of Alternative 1 and 2 see page 6 of 6.

Commercial Director	Signature: 	Print Name: Thomas Chambers	Date: 7/29/02
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Other Factors.

RNPO makes this nomination based on:-

- 1) Teves providing the expected cost reductions in ABS and Actuation in RCRP for Renault's FY2002.
- 2) Teves providing the additional contributions to N180 offered in connection with award of [QW] business. Namely:-  
In NNA  
A) Cessation of \$12 / unit flash cost reimbursement charge from 1<sup>st</sup> of October on D22 and WD22.  
B) Additional 2% price reduction on D22/WD22 ABS and VDC from beginning of each of Nissan FY03/04.  
C) 1\$ price reduction on ZW/WZW active booster.  
In NE  
A) Additional 0.5% cost reduction from beginning of Renault / Nissan FY03.

3) The Modulation sourcing is for Mk25. However Teves wish to supply Mk25e if possible. Nissan and Teves have jointly developed the process below with the intent of studying this possibility. Adoption of MK25e would be on the basis that Teves are able to satisfy Nissan engineering as to Mk25e's capability / reliability / benefits and that the development timing can be matched to Nissan's needs.

Deadlines for judgment process as follows:-

1. By July 22nd CT/CTC to prepare below-listed materials and submit them to Nissan.
2. July 29th ~ August 2nd a Review Meeting to make judgment based on these materials.
3. By the end of September Hold a follow-up review meeting on any issues from the first review which required further study / confirmation. Plus, confirmation that there is no difference in the performance of Mk25 & Mk25E, using D22 (or R50).
4. By the end of October Confirm using SqQW or simulations that there is no difference in the performance of Mk25 & Mk25E (performance, operation noise, fail-safe).

Nissan Judgment of Mk25e suitability for application will basically be based on the above 4 steps.

(Note: The above milestones are required to achieve a schedule accommodating the preparation of the first test-drive models of SqQW, allowing the possibility of introducing Mk25e as a VA proposal, if all goes well and to schedule).

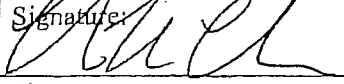
Required Materials:-

- A) Comparison list of modifications. (Comparison Standard should be Mk20 for ABS, and Mk25 for ESP)
- B) The list should include info. on Materials, Manufacturing methods/process, the Suppliers and their development/ production locations, Component structures, Specifications, and the purpose of the modifications made.
- C) Comparative & explanatory diagrams showing the changed parts.
- D) Potential failure analysis based on Teves design dept's FMEA, Counter-measures, Judgments with the reasoning / data / to support the judgments.
- E) Teves estimates of results of NDS tests (pass or fail) with reasoning / materials to support Teves estimate.
- F) Detailed development Schedule of Mk25E.
- G) All sub components of Mk25e (Both as new condition and after DVT).
- H) Explanations of the software functions based on SWEEP, Diagrams of hydraulic circuits and block diagrams.
- I) Future Development Plans (Road-Maps) from CT for HECU, SEN, etc.
- J) Confirmation of Tier 2 Suppliers for MCU, PCU.
- K) Benefits of Mk25E with Teves reasoning as to why it is a benefit.
- L) Clarification on the Mk25E feature/function availability by time (Function A SOP, function B March.05 etc) and the +/- component changes required to support each feature/function.
- M) Explanatory diagram of the system structures.
- N) System FMEA & Logic FMEA on all the parts that are changed from Mk25.
- O) Job share / responsibilities between CT, CT-NA, CTC. Including key-persons jobs / responsibilities, organization structures in each area etc..

Further general requirements of Teves

- P) CT should organize a monthly meeting for all their current Nissan Projects. (CT should make an Open Issue List and constantly review progress).
- Q) CT/CTC must submit adequate information and materials prior to the development of new products commencing.
- R) CT to provide Nissan with meeting materials (either paper-base or E-data) in advance of meetings with adequate time for Nissan to review prior to the meeting.

Teves confirmation of agreement to all above items, process and schedule is required by signature below:-

Commercial Director	Signature: 	Print Name: Thomas Chambers	Date: 7/29/02
Project Manager	Signature:	Print Name:	Date:



**Alternative 1****MK25E** + ABS (ADAM), BLSD (NA only) and VDC (conventional).

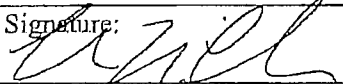
(2% productivity on EBS, 1% productivity on Actuation)

		NA			NE		
		ABS	BLSD	VDC	ABS	non ABS	VDC
		US \$	US \$	US \$	Euro	Euro	Euro
4x2	[QW/WQW 3-Row] modulator	104.90	225.50	305.50	106.20	N.A.	262.50
	[QW/WQW] - 8/9" Booster	51.30	46.30	46.30	52.10	47.10	47.10
	[QW/WQW] - 9/10" Booster	54.35	49.50	49.50	55.10	50.10	50.10
4x4	[QW/WQW 3-Row] modulator	114.90	231.50	311.50	116.20	N.A.	269.50
	[QW/WQW] - 8/9" Booster	51.30	46.30	46.30	52.10	47.10	47.10
	[QW/WQW] - 9/10" Booster	54.35	49.50	49.50	55.10	50.10	50.10

**Alternative 2****MK25E** + ABS (ADAM), BLSD (NA only) and VDC (conventional) for MY 08 - 09

(2% productivity on EBS, 1% productivity on Actuation)

		NA			NE		
		ABS	BLSD	VDC	ABS	non ABS	VDC
		US \$	US \$	US \$	Euro	Euro	Euro
4x2	[QW/WQW 3-Row] modulator	99.67	223.53	298.83	100.00	N.A.	246.00
	[QW/WQW] - 8/9" Booster	49.78	46.30	46.30	51.06	46.16	46.16
	[QW/WQW] - 9/10" Booster	52.74	49.50	49.50	54.00	49.10	49.10
4x4	[QW/WQW 3-Row] modulator	109.08	229.18	304.48	109.40	N.A.	252.80
	[QW/WQW] - 8/9" Booster	49.78	46.30	46.30	51.06	46.16	46.16
	[QW/WQW] - 9/10" Booster	52.74	49.50	49.50	54.00	49.10	49.10

Commercial Director	Signature: 	Print Name: <u>THOMAS Chambers</u>	Date: <u>7/29/02</u>
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# ZW Vehicle Programme - Commercial Commitment Document

## 1) Commodity Details

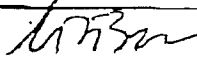
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation ABS (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

## 2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002	Yes	Master Cylinder and Booster for ABS fully assembled and fully tested as a unit \$58.50 at SOP, \$57.33 at 1 <sup>st</sup> anniversary of SOP. Then -1% / year	Ex-works, Delivered Duty Paid to Nissan factory is + \$0.83. Productivity see cover letter comment and below.
Test Piece Price as of 1-Jul-00	Yes	As above	As above
Quality Index			
Price Basis (E.g. RFQ Design Specification & date)	Yes	RFQ specification	All parts to meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling Max SOP Price	Yes	1.37 million \$. Total tooling cost for all ZW and WZW actuation,	
Tooling Payment Terms After PSW	Yes	100% lump sum	Provided OK condition PSW
Initial part Price	Yes	SOP Production Price	Max 2 times production price. Production price \$ lot trial + later
Nissan Terms & Conditions	Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction	No	'03FY -0% '04FY -1% '05FY -1% '06FY -1% '07FY -1%	Supplier's voluntary proposal. Official target for '03 and after to be set later.

## 3) Supplier Commercial Summary Comments

Development timing will not support Trial part Price as stated above. Teves will commit to 10 times production price for prior to PT1; production Price after PT1.

Commercial Director	Signature: 	Print Name: MARTIN SCHULENBURG	Date: 10/30/01
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# ZW Vehicle Programme – Commercial Commitment Document

## Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation ABS (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

## 4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	Continental Teves North America. Asheville, NC.	
Year Warranty	Yes	To current condition between supplier and Nissan	
Logistics (FCA, CIF, Delivery Frequency)	Yes	FCA (Ex-works, price includes packaging)	Additional delivery cost 40,88 includes packaging
Packaging Style	Yes	To Nissan guidelines	Dunnage detail to be agreed via normal process / timing
Project Leader Contact Details	Tel 248. 393. 5244	Ken Dainig, Project Manager	
	Fax		
	E-mail		

## 5) Supplier Project Summary Comments (i.e. Local Contents Requirement)

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Project Manager:	Signature: <i>[Signature]</i> for Ken Dainig	Print Name: KEN DAINIG	Date: 10/30/01
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### Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation ABS (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

## Terms and Conditions

Nissan is unable to accept the terms and conditions within Teves's quotations for ZW and WZW actuation business. In order to have nomination confirmed Teves must accept that these terms are not accepted by Nissan.

Nissan wishes to reach agreement with Teves on a set of terms and conditions acceptable to both parties as soon as possible. Until agreement on the terms and conditions is reached the terms that shall apply to this business, shall be the general terms and conditions agreed between Teves and INA for ongoing business.

Teves's acceptance of this nomination in writing or by action shall confirm agreement to the above.

10 Digit Part Number Detail (Please list below all 10 digit part numbers covered by pages 1 and 2)

[illegible]

1) Commodity Details

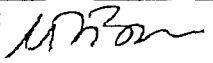
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation VDC (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

2) Commercial Summary

Pricing		Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002		Yes	Master Cylinder and Booster for VDC fully assembled and fully tested as a unit \$111.00 at SOP, \$108.78 at 1 <sup>st</sup> anniversary of SOP. Then -1% / year	Ex-works. Delivered Duty Paid to Nissan factory is + \$1.68. Productivity see cover letter comment and below.
Est Piece Price in 31-Jul-00		Yes	As above	As above
Quality Index				
Price Basis (E.g. RFQ Design Specification & date)		Yes	RFQ specification	All parts to meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling	Max SOP Price	Yes	\$0.00. Cover fully by amount in ZW ABS Commercial Commitment.	
Tooling Payment Terms	After PSW	Yes	100% lump sum	Provided OK condition PSW
Trial part Price		Yes	SOP Production Price	Max 2 times production price. Production price 8 let trial & later.
Nissan Terms & Conditions		Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction		No	'03FY -0%   '04FY -1%   '05FY -1%   '06FY -1%   '07FY -1%	Supplier's voluntary proposal. Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Development timing will not support Trial part Price as stated above. Teves will commit to 10 times production price for prior to PT1; production price after PT1.

Commercial Director	Signature: 	Print Name: MARTIN SCHULENBURG	Date: 10/30/01
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# ZW & WZW Vehicle Programme - Commercial Commitment Document

## Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation VDC (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

## 4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing location (Country/Town)	Yes	Continental Teves North America, Asheville, NC.	
Year Warranty	Yes	To current condition between supplier and Nissan	
Logistics (FCA, CIF, Delivery Frequency)	Yes	FCA (Ex-works, price includes packaging)	Additional delivery cost \$1.62 includes packaging
Packaging Style	Yes	To Nissan guidelines	Dunnage detail to be agreed via normal process / timing
Project Leader Contact Details	Tel 248,393, 5244	Ken Daining, Project Manager	
	Fax		
	E-mail		

## 5) Supplier Project Summary Comments (ie: Local Contents Requirement)

OHB booster to be quoted separately.

Project Manager	Signature: <i>Ken Daining</i>	Print Name: <i>Ken Daining</i>	Date: <i>12/30/01</i>
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" ZW Vehicle Programme – Commercial Commitment Document1) Commodity Details

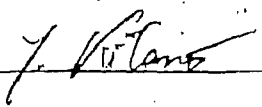
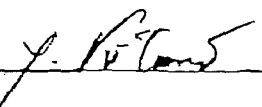
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	VDC	Part Numbers (1st 5 digits)	47660 47930/47240

2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002	Yes	For 2WD vehicle : \$ 334.78 /unit For 4WD vehicle : \$ 335.73 /unit Development cost : total \$ 1 million In ZW, WZW, WD22, D22, UL, XX	Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul-00	Yes	As above	As above
Quality Index			
Price Basis (E.g. RFQ Design Specification & date)	Yes	RFQ specification	To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling	Max SOP Price	Yes	To contain in piece price.
Tooling Payment Terms	100% PSW	Yes	
Trial part Price	Yes	SOP Production Price	Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions	Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction	No	'03FY -0% '04FY '05FY '06FY '07FY	Supplier's voluntary proposal Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: 	Print Name: 	Date Oct. 2, 2001
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"ZW Vehicle Programme – Commercial Commitment DocumentCommodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	VDC	Part Numbers (1st 5 digits)	47660 47930/47240

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	Continental Teves Inc. USA / Morganton, NC.	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (FCA, CIF, Delivery Frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-222-5702	
	Fax	046-222-5710	
	E-mail	Keiji.toyoda@syd.odn.na.jp	

5) Supplier Project Summary Comments (ie: Local Contents Requirement)

Although the development of this project is performed in Japan, the mass production of this Project is performed in USA.  
Continental Teves, Inc. (Continental Teves North America) takes all responsibilities to Nissan in first principle.

Project Manager	Signature: <i>J. Vitans</i>	Print Name: <i>J. Vitans</i>	Date <i>Oct. 01, 2001</i>
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" ZW Vehicle Programme – Commercial Commitment Document1) Commodity Details



Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	ABS	Part Numbers (1st 5 digits)	47660

2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002	Yes	For 2WD vehicle : \$ 119.18 /unit For 4WD vehicle : \$ 129.68 /unit	Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul-00	Yes	As above	As above
Quality Index			
Price Basis (E.g. RFQ Design Specification & date)	Yes	RFQ specification	To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling	Max SOP Price	Yes	To contain in piece price.
Tooling Payment Terms	100% PSW	Yes	
Trial part Price	Yes	SOP Production Price	Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions	Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction	No	'03FY -0%   '04FY   '05FY   '06FY   '07FY	Supplier's voluntary proposal. Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: 	Print Name: 	Date: 01.08.2001
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"ZW Vehicle Programme – Commercial Commitment Document"Commodity Details



Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	ABS	Part Numbers (1st 5 digits)	47660

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	Continental Teves Inc. USA / Morganton, NC.	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (FCA, CIP, Delivery Frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-222-5702	
	Fax	046-222-5710	
	E-mail	Keiji.toyada@syd.odn.nc.jp	

5) Supplier Project Summary Comments (ie: Local Contents Requirement)

Although the development of this project is performed in Japan, the mass production of this project is performed in USA.  
Continental Teves, Inc. (Continental Teves North America) takes all responsibilities to Nissan in first principle.

Project Manager	Signature: 	Print Name: 	Date: 04-21-2001
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Mr Shigenori ASOH  
Continental Teves Japan Ltd  
Shinagawa, Fudosan Hamacho Bldg. 7F  
2-62-6, Nihonbashi Hamacho, Chuo-ku,  
Tokyo  
Tel: +81 (0) 3 5649 7018  
Fax: +81 (0) 3 5649 7020

Mr. Shunichi Nabetani  
560-2, Okatsukoku,  
Atsugi-shi,  
Kanagawa 243-0192,  
Japan

Tél : +81 (0) 46 270 3514  
Fax : +81 (0) 46 248 5939  
e-mail : s-nabetani@mail.nissan.co.jp

October 12th 2001

Subject :Nomination Letter for ZW & WZW Program (Part :Actuation for ZW ABS & ZW / WZW VDC)

Dear Sir,

We refer to your response dated 9th May, 2001 issued by Mr. Asoh and Ehlers to the Request for Quotation ("RFQ") and are pleased to confirm that you have been selected to develop actuation for ZW & WZW Program ("the Projects").

This selection has been made on condition that:

1. You satisfactorily complete and sign the commercial commitment document and return it to us by 19<sup>th</sup> of October, 2001.
2. The provisions set out in the RFQ and the "ORDER TERMS AND CONDITIONS" attached hereto will apply to any purchasing carried out during the Project. Should there be any inconsistency between the ORDER TERMS AND CONDITIONS and the provisions in the RFQ package, the ORDER TERMS AND CONDITONS will prevail.
3. The confidentiality obligations set out or referred to in the RFQ continue in full force and effect.
4. Any material change to:-
  - (i) your ownership; or
  - (ii) those having management responsibility for you; or
  - (iii) the ownership or management of those companies which directly or indirectly control you; or
  - (iv) your financial situation or to the financial situation of any members of your group

shall entitle us to terminate forthwith the development work carried out hereunder without any liability whatsoever to you whether under this letter of appointment or otherwise.

5. You meet targets relating to part price, tooling price, quality, delivery conditions and production capacities etc. Such targets will be agreed upon between you and us in writing based on the commercial commitment document. In the event that you do not achieve any or all of such agreed targets, we reserve the right to terminate the development work with immediate effect and without any financial liability whatsoever under this letter of appointment or otherwise.

to meet vehicle production schedule. Currently, the production of ZW and WZW is planned at Canton, but we will give you notice without delay should we change the plant where the Projects are to be produced.

Subject to your meeting all these requirements mentioned in the Items 1 through 5 herein above and in the attached documents, we will be prepared to appoint you as a supplier for the mass production of actuation for the Projects pursuant to a Supply Agreement to be separately made between you and us.

Non-Selection for the supply of the parts will not rise any legal liability on the part of Nissan, in the event that you do not meet any or all of the above requirements.

We used your proposal of cost reduction after SOP as a minimum requirement for our sourcing decision. We are not fully satisfied with this proposal as your official commitment for '03 and after. Our official target should be announced later.

Your quotation that you submitted to us is your committed price for the Projects at the start of production and our task is to prevent cost increase and reduce costs further.

Whenever you have cost changes, please contact the Deputy Global Supplier Account Manager of Renault Nissan' Purchasing Organisation Mr. S. Nabetani. However, cost increases which Renault or Nissan is not liable should be offset by your VA ideas.


Once again we remind you that RNPO is considering Teves as a preferred supplier of Braking System. The choice of Teves for ZW/WZW actuation is tangible proof of this. Nevertheless, Teves cost reduction proposals are not satisfactory and far below RNPO's targets, in both Europe and the USA. Consequently, we are not willing to increase your business with Nissan and Renault without any satisfactory improvement of this situation. Indeed, the prior condition to be a preferred supplier of RNPO is to meet our requirements (QCDDM) and to show us your willingness and ability to support Renault and Nissan in achieving our objectives. Without any significant improvement, we will be forced to suspend any new business allocation.


All correspondence related to this letter should be sent to the following contact name at the address set out below:

Mr Shunichi NABETANI  
560-2, Okatsukoku, Atsugi-shi,  
Kanagawa 243-0192, Japan

We look forward to achieving the targets of the development and Projects, working with you.

Yours sincerely

*for*   
Olivier GUINTRAND  
Renault Nissan Purchasing Organization  
GSAM Braking System

  
Shunichi NABETANI  
Renault Nissan Purchasing Organization  
DGSAM Braking System

Cc :	Yves ARBEILLE	RNPO General Manager Vehicle Parts
	Frederic FOURNIER	RNPO RSPM Europe
	Masahiko TSUCHIYA	RNPO RSPM North America
	Mark Meltzer	NNA Senior Buyer
	Rob PITT	NENV Senior Buyer
	Ichiro WATANABE	NML Senior Buyer

### 1) Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation ABS (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

### 2) Commercial Summary

Pricing		Agreed (Y/N)	Value (by contract currency)					Explanation Comments
Maximum SOP Piece Price Commitment in FY2002		Yes	Master Cylinder and Booster for ABS fully assembled and fully tested as a unit \$58.50 at SOP, \$57.33 at 1 <sup>st</sup> anniversary of SOP. Then -1% / year					Ex-works. Delivered Duty Paid to Nissan factory is + \$0.88. Productivity see cover letter comment and below.
Latest Piece Price in 31-Jul.-00		Yes	As above					As above
Quality Index								
Price Basis (E.g. RFQ Design Specification & date)		Yes	RFQ specification					All parts to meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling	Max SOP Price	Yes	1.37 million \$. Total tooling cost for all ZW and WZW actuation,					
Tooling Payment rms	After PSW	Yes	100% lump sum					Provided OK condition PSW
Trial part Price		Yes	SOP Production Price					Max 2 times production price. Production price S lot trial + later
Nissan Terms & Conditions		Yes	Basic Purchasing Agreement, and RFQ Conditions					
5 Year Cost Reduction		No	'03FY -0%	'04FY -1%	'05FY -1%	'06FY -1%	'07FY -1%	Supplier's voluntary proposal. Official target for '03 and after to be set later.

### 3) Supplier Commercial Summary Comments

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Commercial Director	Signature:	Print Name:	Date
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Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation ABS (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	Continental Teves North America. Asheville, NC.	
3 Year Warranty	Yes	To current condition between supplier and Nissan	
Logistics (FCA, CIF, Delivery Frequency)	Yes	FCA (Ex-works, price includes packaging)	
Packaging Style	Yes	To Nissan guidelines	Dunnage detail to be agreed via normal process / timing
Project Leader Contact Details	Tel		
	Fax		
	E-mail		

5) Supplier Project Summary Comments(ie:Local Contents Requirement)

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Project Manager	Signature:	Print Name:	Date
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Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation ABS (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

Terms and Conditions

Nissan is unable to accept the terms and conditions within Teves's quotations for ZW and WZW actuation business. In order to have nomination confirmed Teves must accept that these terms are not accepted by Nissan.

Nissan wishes to reach agreement with Teves on a set of terms and conditions acceptable to both parties as soon as possible. Until agreement on the terms and conditions is reached the terms that shall apply to this business, shall be the general terms and conditions agreed between Teves and NNA for ongoing business.

Teves's acceptance of this nomination in writing or by action shall confirm agreement to the above.

10 Digit Part Number Detail (Please list below all 10 digit part numbers covered by pages 1 and 2)

Part Number	Description	Part Number	Description	Part Number	Description

### 1) Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation VDC (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

### 2) Commercial Summary

Pricing		Agreed (Y/N)	Value (by contract currency)					Explanation Comments
Maximum SOP Piece Price Commitment in FY2002		Yes	Master Cylinder and Booster for VDC fully assembled and fully tested as a unit \$111.00 at SOP, \$108.78 at 1 <sup>st</sup> anniversary of SOP. Then -1% / year					Ex-works. Delivered Duty Paid to Nissan factory is + \$1.68. Productivity see cover letter comment and below.
Latest Piece Price in 31-Jul.-00		Yes	As above					As above
Quality Index								
Price Basis (E.g. RFQ Design Specification & date)		Yes	RFQ specification					All parts to meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling	Max SOP Price	Yes	\$0.00. Cover fully by amount in ZW ABS Commercial Commitment.					
Tooling Payment rms	After PSW	Yes	100% lump sum					Provided OK condition PSW
Trial part Price		Yes	SOP Production Price					Max 2 times production price. Production price; S lot trial +later
Nissan Terms & Conditions		Yes	Basic Purchasing Agreement, and RFQ Conditions					
5 Year Cost Reduction		No	'03FY -0%	'04FY -1%	'05FY -1%	'06FY -1%	'07FY -1%	Supplier's voluntary proposal. Official target for '03 and after to be set later.

### 3) Supplier Commercial Summary Comments

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Commercial Director	Signature:	Print Name:	Date
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Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation VDC (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	Continental Teves North America. Asheville, NC.	
3 Year Warranty	Yes	To current condition between supplier and Nissan	
Logistics (FCA, CIF, Delivery Frequency)	Yes	FCA (Ex-works, price includes packaging)	
Packaging Style	Yes	To Nissan guidelines	Dunnage detail to be agreed via normal process / timing
Project Leader Contact Details	Tel		
	Fax		
	E-mail		

5) Supplier Project Summary Comments(ie:Local Contents Requirement)

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Project Manager	Signature:	Print Name:	Date
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### Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	Actuation VDC (Master Cylinder) (Booster)	Part Numbers (1st 5 digits)	46010, 47210,

## Terms and Conditions

Nissan is unable to accept the terms and conditions within Teves's quotations for ZW and WZW actuation business. In order to have nomination confirmed Teves must accept that these terms are not accepted by Nissan.

Nissan wishes to reach agreement with Teves on a set of terms and conditions acceptable to both parties as soon as possible. Until agreement on the terms and conditions is reached the terms that shall apply to this business, shall be the general terms and conditions agreed between Teves and NNA for ongoing business.

Teves's acceptance of this nomination in writing or by action shall confirm agreement to the above.

10 Digit Part Number Detail (Please list below all 10 digit part numbers covered by pages 1 and 2)

Part Number	Description	Part Number	Description	Part Number	Description

"UL Vehicle Programme – Commercial Commitment Document1) Commodity Details

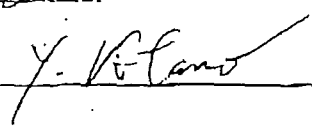
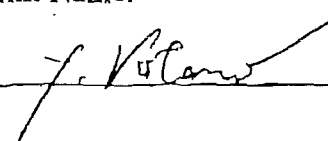
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	ABS	Part Numbers (1st 5 digits)	47660

2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002	Yes	\$ 120.18 /vehicle	Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul.-00	Yes	As above	As above
Quality Index			
Price Basis (E.g. RFQ Design Specification & date)	Yes	RFQ specification	To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling Max SOP Price	Yes	To contain in piece price.	
Tooling Payment Terms 100% PSW	Yes		
Trial part Price	Yes	SOP Production Price	Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions	Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction	No	'03FY -0% '04FY '05FY '06FY '07FY	Supplier's voluntary proposal Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: 	Print Name: 	Date: 01.01.2001
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"UL Vehicle Programme – Commercial Commitment DocumentCommodity Details

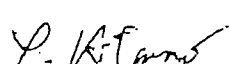
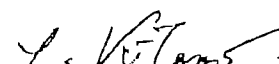
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	ABS	Part Numbers (1st 5 digits)	47660

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	UNISIA JECS CORPO. Japan / Atsugi-shi	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (FCA CIF, Delivery frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-225-8084	
	Fax	046-225-1132	
	E-mail	sunao_hano@unisiajecs.co.jp	

5) Supplier Project Summary Comments (ie: Local Contents Requirement)

Although the development and the mass production of this project are performed in Japan like the correspondence projects which UNISIA JECS has performed to Nissan conventionally, Continental Teves Corporation / Continental Teves, Inc. (Continental Teves North America) takes responsibility to Nissan in first principle as Tier 1 supplier.

Project Manager	Signature: 	Print Name: 	Date: 02/03/2001
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"UL Vehicle Programme – Commercial Commitment Document"1) Commodity Details

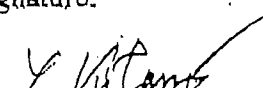
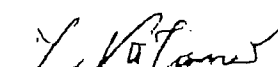
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	WSS	Part Numbers (1st 5 digits)	47900/47901 47910/47911

2) Commercial Summary

Pricing		Agreed (Y/N)	Value (by contract currency)					Explanation Comments
Maximum SOP Piece Price Commitment in FY2002		Yes	\$ 22.95 /vehicle					Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul.-00		Yes	As above					As above
Quality Index								
Price Basis (E.g. RFQ Design Specification & date)		Yes	RFQ specification With 3 grommets and no bracket.					To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling	Max SOP Price	Yes	To contain in piece price.					
Tooling Payment Terms	100% PSW	Yes						
Trial part Price		Yes	SOP Production Price					Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions		Yes	Basic Purchasing Agreement, and RFQ Conditions					
5 Year Cost Reduction		No	'03FY -0%	'04FY	'05FY	'06FY	'07FY	Supplier's voluntary proposal Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: 	Print Name: 	Date: Oct. 31, 2001
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2UL Vehicle Programme – Commercial Commitment DocumentCommodity Details

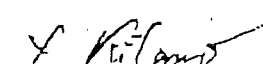

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	WSS	Part Numbers (1st 5 digits)	47900/47901 47910/47911

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	NJRC Electronics Co., Ltd. China / Lianyungang, Jiangsu	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (PCA, CIE, Delivery Frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-222-5702	
	Fax	046-222-5710	
	E-mail	Keiji.royoda@syd.odn.nc.jp	

5) Supplier Project Summary Comments (ie: Local Contents Requirement)

The development and the mass production of this project are performed like the correspondence projects which CTC has performed to Nissan conventionally.  
Continental Teves Inc. (Continental Teves North America) performs delivery of sensors to Nissan.

Project Manager	Signature:	Print Name:	Date
			01/01/2008

"UL Vehicle Programme – Commercial Commitment Document1) Commodity Details

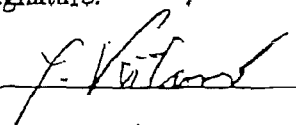
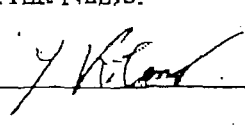
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	VDC	Part Numbers (1st 5 digits)	47660 47930

2) Commercial Summary

Pricing		Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002		Yes	\$ 329.78 /vehicle	Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul-00		Yes	As above	As above
Quality Index				
Price Basis (E.g. RFQ Design Specification & date)		Yes	RFQ specification	To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling	Max SOP Price	Yes	To contain in piece price.	
Tooling Payment Terms	100% PSW	Yes		
Trial part Price		Yes	SOP Production Price	Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions		Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction		No	'03FY -0%   '04FY   '05FY   '06FY   '07FY	Supplier's voluntary proposal Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: 	Print Name: 	Date: Oct. 31, 2001
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"UL Vehicle Programme – Commercial Commitment DocumentCommodity Details

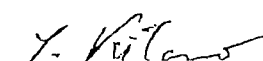
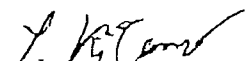
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	VDC	Part Numbers (1st 5 digits)	47660 47930

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	UNISIA JECS CORPO. Japan / Atsugi-shi	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (FCA, CIF, Delivery Frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-225-8100	
	Fax	046-225-1132	
	E-mail	toru_takahashi@unisiajecs.co.jp	

5) Supplier Project Summary Comments (ie: Local Contents Requirement)

Although the development and the mass production of this project are performed in Japan like the correspondence projects which UNISIA JECS has performed to Nissan conventionally, Continental Teves Corporation / Continental Teves, Inc. (Continental Teves North America) takes responsibility to Nissan in first principle as Tier 1 supplier.

Project Manager	Signature: 	Print Name: 	Date: Oct. 31, 2001
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Projects;	<b>ZW, WZW</b>
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Name of Part or Family (部品名orシステム名);	<b>ABS and VDC Actuation, (Master Cylinder, Booster)</b>
Reference No. (部署);	<b>46010, 47210</b>
Description of Product (スケッチ添付の有無);	<b>No</b>

Variant/Context of the selection (発注先選定の背景)	
* Selection for development or production; (開発メーカーor量産メーカー) * Study of Bundling (バンドリング検討有無); * Type of Bundling (バンドリングのタイプ)	<b>Production</b>  <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Parts Commonization 部品共用化 <input checked="" type="checkbox"/> Others (Business bundling, etc.) その他(ビジネスバンドリング等) <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
* Same as Sourcing Plan; (提案内容がソーシングプランと同等)	
* With or without RFQ?(見積り検討の有無);	<b>With</b>
* Second source(第2メーカー有無);	<b>No</b>

Potential suppliers(候補メーカー);	<b>Bosch / Continental Teves / TRW</b>
Non-potential supplier(発注方針には含まれるが今回の対象とはしないメーカー、理由);	
<b>None</b>	

Recommended Supplier(発注先案);	<b>Continental Teves</b>
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<b>Consistency with strategy(既存発注方針との整合性): Yes</b>	
Reason for selection/ Background of Bundling(選定の理由/バンドリングの背景);	
Reason for selection (選定の理由)	
Continental Teves were the most competitive proposal.	
Continental Teves achieved the budget.	

Functional unit opinion (部品軸からのコメント)	Name	Comments/minutes(コメント、議事録等)	Date
Project opinion (車種軸からのコメント)	Design Mgr(設計課長) KC2 Kobayashi		
	PPM(購買車担) H41 Ueda		

AM(調達課長名)	RNPO Nabetani	
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Comments or concerns from Overseas operation (拠点側の懸念事項)

Part name: ZW ABS Actuation and ZW / WZW VDC Actuation

Volume;	ZW ABS Pieces / Year	90,000	Pieces / 5 Years	450,000
Terms of contract(契約期間);	WZW VDC Pieces / Year	60,000	Pieces / 5 Years	300,000

Price Comparison

Suppliers	ZW ABS Actuation				ZW & WZW VDC Actuation			
	Budget(太枠のみ)	Continental Teves	Bosch	TRW	Budget(太枠のみ)	Continental Teves	Bosch	TRW
A Manufacturing location(工場所在地)		Asheville, North Carolina, USA	Clarksville, Tennessee, USA	Santa Rosa, Mexico		Asheville, North Carolina, USA	Clarksville, Tennessee, USA	Santa Rosa, Mexico
B Price with contract currency (サプライヤーとの契約通貨ベース)	US \$	US \$	US \$	US \$	US \$	US \$	US \$	US \$
C Piece Price Budget (部品費Budget, PJT通貨で記入)	\$61.19	\$61.18	\$73.15	\$71.44	\$135.30	\$135.00	\$225.31	\$175.70
D Budget前提(Ex-works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF	CIF	CIF
E Productivity (立上り後の年度原低率)	N/A	0% / -1% / -1% / -1% / -1%	0% / -1% / -1% / -1% / -1%	0% / -1% / -1% / -1% / -1%	N/A	0% / -1% / -1% / -1% / -1%	0% / -1% / -1% / -1% / -1%	0% / -1% / -1% / -1% / -1%
F Cost of terms of payment (支払方法によるコスト、金利等)	N/A	0	0	0	N/A	0	0	0
G Logistics Costs(CIFは部品費の内数, Ex-WorksはMilk-Run平均値を表示)	NNA estimate based on data from suppliers	Included Above \$1.95	Included Above \$1.15	Included Above \$2.93	NNA estimate based on data from suppliers	Included Above \$1.97	Included Above \$1.15	Included Above \$2.93
H Total Cost (C+F+G)	\$61.19	\$61.18	\$73.15	\$71.44	\$135.30	\$135.00	\$225.31	\$175.70
I Annual revenues(年間購入額) (HXAnnual volume)	\$5.507 Million	\$5.506 Million	\$6.584 Million	\$6.430 Million	\$8.118 Million	\$8.100 Million	\$13.519 Million	\$10.542 Million
J V/T(投資額)	\$1.793 Million	\$1.370 Million	\$0.635 Million	\$0.000 Million	\$0.000 Million	\$0.000 Million	\$0.000 Million	\$0.000 Million
K Pre-production costs(試作費用)	N/A	0	0	0	N/A	0	0	0
L Grand Total (I+J+K)	\$7.300 Million	\$6.876 Million	\$7.219 Million	\$6.430 Million	\$8.118 Million	\$8.100 Million	\$13.519 Million	\$10.542 Million
M Net Present Value (5 Year) (Piece PriceとV/Tで計算)	\$20.700 Million	\$19.947 Million	\$22.847 Million	\$21.693 Million	\$27.870 Million	\$27.329 Million	\$45.611 Million	\$35.568 Million
Risk Factors								
N CAF	-	-	-	-	-	-	-	-
O CAF in Eur / Veh. (B*N)	-	-	-	-	-	-	-	-
P Total, Eur / Veh. (H+O)	-	-	-	-	-	-	-	-
Supplier evaluation(メーカー評価)								
<div> <div></div> <div>Most competitive</div> <div>Under lined ; Meet budget</div> </div>								
Quality		3	3	3		3	3	3
Cost		4	3	3		4	3	3
Development		4	4	3		4	4	3
Delivery		4	4	3		4	4	3
Management		3	3	3		3	3	3
Risk Factors (メーカー別リスク・課題)								

Sourcing Cost Levels

All part costs are per vehicle

proposed supplier

- No quote

Tooling in millions

Actuation		Budget		Continental Teves		Bosch		TRW	
		Per Vehicle	Tool	Per Vehicle	Tool	Per Vehicle	Tool	Per Vehicle	Tool
ASC	ZW ABS	\$61.190	\$1,793,200	\$61.180	\$1,370,000	\$73.150	\$635,000	\$71.440	\$0
ASC	WZW VDC	\$135.300	\$0.000	\$135.000	\$0	\$225.313	\$0	\$175.700	\$0



Opportunity

All part costs are per vehicle

proposed supplier

- No quote

Tooling in millions

Actuation		Budget		Continental Teves		Bosch		TRW	
		Per Vehicle	Tool	Per Vehicle	Tool	Per Vehicle	Tool	Per Vehicle	Tool
ASC	ZW ABS	\$61.190	\$1,793,200	\$60.450	\$1,370,000	\$72.420	\$635,000	\$70.710	\$0.000
ASC	WZW VDC	\$135.300	\$0.000	\$110.750	\$0.000	\$201.063	\$0.000	\$151.450	\$0.000

Project: XX, UL, TF, TT, TQ, JA, ZW, wZW, R50, QW, wQW

Name of Part or Family(部品名orシステム名) VDC (Attached ECU, Yaw-rate sensor, Steering Angle sensor, Wheel speed sensor, G sensor for 4WD)  
ABS (HU+ECU, Wheel speed sensor, G sensor for 4WD)

Reference No.(部番):

Description of Product(スケッチ添付の有無):

Variant/context of the selection(発注先選定の背景)

- Selection for development or production 量産メーカー (For Production) (開発メーカーor量産メーカー)
- Study of Bundling(バンドリング検討有無) ☒ Yes ☐ No
- Type of Bundling(バンドリングのタイプ) ☒ Parts commonization 部品共用化 ☒ Others (Business bundling, etc.) その他(ビジネスバンドリング等) (Joint sourcing with Renault)
- Same as Sourcing Plan (提案内容がソーシングプランと同等) ☒ Yes ☐ No
- With or without RFQ?(見積り検討の有無 有り(Yes))
- Second source(第2メーカー有無) 無し(No)

Potential suppliers(候補メーカー): BOSCH, CONTINENTAL TEVES

Non-potential supplier(発注方針には含まれるが今回の対象とはしないメーカー、理由): なし None

Recommended Supplier(発注先案): TEVES

Consistency with strategy(既存発注方針との整合性):

BOSCH, TEVESを2大発注先として位置づける。相違なし。

In current strategy, Bosch & Teves are main suppliers. No change from it.

Reason for selection/Background of Bundling(選定の理由/バンドリングの背景):

1. バンドリングの背景 (Background of Bundling)

- 当該車種は共用化、および、量のまとめの観点からVDC、ABSをセットで全車バンドルし、競争力ある価格を実現する。  
By bundling all models and sourcing ABS and VDC as a set from commonization and volume aspect, we realize competitive price.
- 開発面でも、レイアウト、車両適合開発、等から同一メーカーへのセット発注が好ましい。  
From technical aspect, same supplier and set sourcing is preferable considering layout and car appreciation.

2. 選定の理由 (Reason for selection)

- テベスの価格がボッシュに勝るため、テベスに一括発注する。  
TEVES price is better than BOSCH, then we source all to TEVES.
- 将来的にはボッシュのESP8が価格競争力があるが、03年/8月まで間に合わない。  
Although BOSCH ESP8 is the most competitive in future, not available until August 2003.
- 技術的観点からみても、テベスが開発効率上有利でテベスへの発注が好ましい。  
From technical aspect, TEVES is better, in terms of development efficiency.

	Name	Comments/minutes(コメント、議事録等)	Date
Functional unit opinion (部品軸からのコメント)	Design Mgr(設計課長) KC2 坂口 一夫 Sakaguchi Kazuo		坂口 '00.12.25
Project opinion (車種軸からのコメント)	PPM(購買車担)主担 H41 笠井 義孝 Kasai Yoshitaka		笠井 '00.12.25
	H41 新井 康史 Arai Yasushi		新井 '00.12.25
	H41 増田 智 Masuda Satoshi		増田 '00.12.25
	H41 奥村 学 Okumura Manabu		奥村 '00.12.25
	H41 佐々木 直彦 Sasaki Naohiko		佐々木 '00.12.25
SAM(調達課長名)	H42 大竹 達治 Ootake Tatsuji		大竹 '00.12.25

Comments or concerns from Overseas operation (拠点側の懸念事項)

Part Name : VDC (TT)

Volume: 9,000 /year 4WD 5 / years

Term of contract(契約期間):

PRICE COMPARISON

Suppliers		4WD		
		Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	JPN	JPN
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	YEN	YEN
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	¥48,940	<u>¥48,818</u>	¥53,358
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)	<del>0.9%</del>	¥0	NA
	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	¥75	¥197
H	Total cost (C+F+G)	¥48,940	¥48,818	¥53,358
I	Annual revenues(年間購入額) (HXAnnual volume)	¥440,460,000	¥439,359,312	¥480,218,455
J	V/T(投資額)	¥0	¥0	¥0
K	Pre-production costs(試作費用)	NA	NA	NA
L	Grand total (I+J+K)	NA	¥439,359,312	¥480,218,455
M	Net Present Value (Pice PriceとV/Tで計算)	¥1,512,134,844	<u>¥1,508,356,091</u>	¥1,648,628,837
Risk Factors				
N	CAF			
	CAF in Eur / Veh. (B*N)			
	Total, Eur / Veh. (H+O)			

☐ Most competitive  
Under lined ; Meet budget

Supplier evaluation(メーカー評価)

Quality		A	A
Cost		A	B
Development		A	A'
Delivery		A	A
Management		A	A

Risk Factors

(メーカー別リスク・課題)

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001101改訂版

Part Name : ABS (TT)

Volume:	5 / years
15,400 /year 4WD	
Term of contract(契約期間):	

PRICE COMPARISON

		4WD		
Suppliers		Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	JPN	JPN
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	YEN	YEN
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	¥17,927	¥15,414	¥17,076
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)		NA	NA
	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	¥75	¥63
H	Total cost (C+F+G)	¥17,927	¥15,414	¥17,076
I	Annual revenues(年間購入額) (HXAnnual volume)	¥276,075,800	¥237,375,600	¥262,976,522
J	V/T(投資額)	¥0	¥0	¥0
K	Pre-production costs(試作費用)	NA	NA	NA
L	Grand total (I+J+K)	NA	¥237,375,600	¥262,976,522
M	Net Present Value (Pice PriceとV/Tで計算)	¥947,790,575	¥814,929,655	¥902,819,692
Risk Factors				
N	CAF			
	CAF in Eur / Veh. (B*N)			
	Total, Eur / Veh. (H+O)			

Most competitive  
Under lined ; Meet budget

Supplier evaluation(メーカー評価)

Quality		A	A
Cost		A	B
Development		A	A'
Delivery		A	A
Management		A	A

Risk Factors

(メーカー別リスク・課題)

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001101改訂版

## Part Name : ABS (TQ)

Volume: 43,200 /year 2WD 5 / years  
12,000 /year 4WD

Term of contract(契約期間):

## PRICE COMPARISON

Suppliers		2WD			4WD		
		Budget(太枠のみ)	TEVES	BOSCH	Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	JPN	JPN	NA	JPN	JPN
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	YEN	YEN	NA	YEN	YEN
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	¥13,706	<u>¥13,514</u>	¥14,476	¥16,258	<u>¥15,059</u>	¥17,076
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)		NA	NA		NA	NA
	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	¥75	¥54	NA	¥75	¥63
H	Total cost (C+F+G)	¥13,706	¥13,514	¥14,476	¥16,258	¥15,059	¥17,076
I	Annual revenues(年間購入額) (HXAnnual volume)	¥592,099,200	¥583,804,800	¥625,380,373	¥195,096,000	¥180,708,000	¥204,916,770
J	V/T(投資額)	¥0	¥0	¥0	¥0	¥0	¥0
K	Pre-production costs(試作費用)	NA	NA	NA	NA	NA	NA
L	Grand total (I+J+K)	NA	¥583,804,800	¥625,380,373	NA	¥180,708,000	¥204,916,770
M	Net Present Value (Pice PriceとV/Tで計算)	¥2,032,724,495	<u>¥2,004,249,148</u>	¥2,146,981,456	¥669,780,365	<u>¥620,385,196</u>	¥703,495,864
Risk Factors							
N	CAF						
	CAF in Eur / Veh. (B*N)						
	Total, Eur / Veh. (H+O)						

☐ Most competitive  
Under lined ; Meet budget

## Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A			
Delivery		A	A			
Management		A	A			

## Risk Factors

(メーカー別リスク・課題)

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001101改訂版

## Part Name : ABS (JA)

Volume: 33,480 /year 2WD 5 / years

Term of contract(契約期間):

## PRICE COMPARISON

		2WD					
Suppliers		Budget(太枠のみ)	TEVES	BOSCH			
A	Manufacturing location(工場所在地)	NA	JPN	JPN			
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	YEN	YEN			
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	¥12,742	<u>¥12,742</u>	¥13,704			
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF			
E	Productivity (立上り後の年度原低率)		NA	NA			
F	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA			
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	¥75	¥51			
H	Total cost (C+F+G)	¥12,742	¥12,742	¥13,704			
I	Annual revenues(年間購入額) (HXAnnual volume)	¥426,602,160	¥426,602,160	¥458,823,229			
J	V/T(投資額)	¥0	¥0	¥0			
K	Pre-production costs(試作費用)	NA	NA	NA			
L	Grand total (I+J+K)	NA	¥426,602,160	¥458,823,229			
M	Net Present Value (Pice PriceとV/Tで計算)	¥1,464,559,757	<u>¥1,464,559,757</u>	¥1,575,177,295			
Risk Factors							
N	CAF						
	CAF in Eur / Veh. (B*N)						
	Total, Eur / Veh. (H+O)						

☐ Most competitive  
Under lined ; Meet budget

## Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A'			
Delivery		A	A			
Management		A	A			

## Risk Factors

(メーカー別リスク・課題)

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001101改訂版

## Part Name : VDC &amp; ABS (XX)

Volume:	6,000 /year VDC	5	/ years
	56,000 / year ABS		
Term of contract(契約期間):			

## PRICE COMPARISON

Suppliers		VDC			ABS		
		Budget(太枠のみ)	TEVES	BOSCH	Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	JPN	USA	NA	JPN	USA
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	US\$	US\$	NA	US\$	US\$
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	\$486.90	<u>\$441.44</u>	\$465.08	\$154.00	<u>\$143.13</u>	\$162.60
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)		NA	NA		NA	NA
F	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	\$0.78	\$0.80	NA	\$0.68	\$0.70
H	Total cost (C+F+G)	\$487	\$441	\$465	\$154	\$143	\$163
I	Annual revenues(年間購入額) (HXAnnual volume)	\$2,921,400	\$2,648,621	\$2,790,477	\$8,624,000	\$8,015,280	\$9,105,600
J	V/T(投資額)	\$0	\$0	\$0	\$0	\$0	\$0
K	Pre-production costs(試作費用)	NA	NA	NA	NA	NA	NA
L	Grand total (I+J+K)	NA	\$2,648,620.82	\$2,790,477.28	NA	\$8,015,280	\$9,105,600
M	Net Present Value (Pice PriceとV/Tで計算)	\$10,029,403	<u>\$9,092,930</u>	\$9,579,934	\$29,606,890	<u>\$27,517,105</u>	\$31,260,262

## Risk Factors

N	CAF						
	CAF in Eur / Veh. (B*N)						
	Total, Eur / Veh. (H+O)						

☐ Most competitive  
 Under lined ; Meet budget

## Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A			
Delivery		A	A			
Management		A	A			

## Risk Factors

(メーカー別リスク・課題)

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001101改訂版

Part Name : VDC & ABS (UL)

Volume:	8,000 /year VDC.	5	/ years
	67,000 / year ABS		
Term of contract(契約期間):			

PRICE COMPARISON

Suppliers		VDC			ABS		
		Budget(太枠のみ)	TEVES	BOSCH	Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	USA	USA	NA	USA	USA
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	US\$	US\$	NA	US\$	US\$
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	\$486.90	<u>\$455.44</u>	<u>\$465.08</u>	\$154.00	<u>\$151.13</u>	\$162.60
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)		NA	NA		NA	NA
	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	\$0.78	\$0.80	NA	\$0.68	\$0.70
H	Total cost (C+F+G)	\$487	\$455	\$465	\$154	\$151	\$163
I	Annual revenues(年間購入額) (HXAnnual volume)	\$3,895,200	\$3,643,494	\$3,720,636	\$10,318,000	\$10,125,710	\$10,894,200
J	V/T(投資額)	\$0	\$0	\$0	\$0	\$0	\$0
K	Pre-production costs(試作費用)	NA	NA	NA	NA	NA	NA
L	Grand total (I+J+K)	NA	\$3,643,494.42	\$3,720,636.37	NA	\$10,125,710	\$10,894,200
M	Net Present Value (Pice PriceとV/Tで計算)	\$13,372,537	<u>\$12,508,411</u>	<u>\$12,773,246</u>	\$35,422,529	<u>\$34,762,382</u>	\$37,400,671
Risk Factors							
N	CAF						
	CAF in Eur / Veh. (B*N)						
	Total, Eur / Veh. (H+O)						

☐ Most competitive  
Under lined ; Meet budget

Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A			
Delivery		A	A			
Management		A	A			

Risk Factors (メーカー別リスク・課題)						
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001101改訂版



Part Name : VDC (ZW/WZW)

Volume:	14,600 /year 2WD	5 / years
	29,000 /year 4WD	
Term of contract(契約期間):		

43,600/yr total

PRICE COMPARISON

Suppliers		2WD			4WD		
		Budget(太枠のみ)	TEVES	BOSCH	Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	USA	USA	NA	USA	USA
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	US\$	US\$	NA	US\$	US\$
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	\$417.90	<u>\$415.50</u>	\$434.13	\$417.90	<u>\$415.49</u>	\$434.13
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)		NA	NA		NA	NA
	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	\$0.78	\$0.80	NA	\$0.78	\$0.80
H	Total cost (C+F+G)	\$417.90	<u>\$415.50</u>	\$434.13	\$417.90	<u>\$415.49</u>	\$434.13
I	Annual revenues(年間購入額) (HXAnnual volume)	\$6,101,340	\$6,066,300	\$6,338,291	\$12,119,100	\$12,049,117	\$12,589,757
J	V/T(投資額)	\$0	\$0	\$0	\$0	\$0	\$0
K	Pre-production costs(試作費用)	NA	NA	NA	NA	NA	NA
L	Grand total (I+J+K)	NA	\$6,066,300	\$6,338,291	NA	\$12,049,117	\$12,589,757
M	Net Present Value (Pice PriceとV/Tで計算)	\$20,946,394	<u>\$20,826,099</u>	\$21,759,868	\$41,605,852	<u>\$41,365,595</u>	\$43,221,655
Risk Factors							
N	CAF						
	CAF in Eur / Veh. (B*N)						
	Total, Eur / Veh. (H+O)						

☐ Most competitive  
Under lined ; Meet budget

Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A'			
Delivery		A	A			
Management		A	A			

Risk Factors (メーカー別リスク・課題)						
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001101改訂版

Part Name : ABS (ZW/WZW)

Volume: 32,500 /year 2WD 5 / years  
28,700 /year 4WD 66,200/yr total

Term of contract(契約期間):

PRICE COMPARISON

		2WD			4WD		
Suppliers		Budget(太枠のみ)	TEVES	BOSCH	Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	USA	USA	NA	USA	USA
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	US\$	US\$	NA	US\$	US\$
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	\$120.00	<u>\$119.18</u>	\$126.00	\$135.00	<u>\$134.70</u>	\$159.40
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)		NA	NA		NA	NA
	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	\$0.68	\$0.70	NA	\$0.68	\$0.70
H	Total cost (C+F+G)	\$120.00	\$119.18	\$126.00	\$135.00	\$134.70	\$159.40
I	Annual revenues(年間購入額) (HXAnnual volume)	\$3,900,000	\$3,873,350	\$4,095,000	\$3,874,500	\$3,865,890	\$4,574,780
J	V/T(投資額)	\$0	\$0	\$0	\$0	\$0	\$0
K	Pre-production costs(試作費用)	NA	NA	NA	NA	NA	NA
L	Grand total (I+J+K)	NA	\$3,873,350	\$4,095,000	NA	\$3,865,890	\$4,574,780
M	Net Present Value (Pice PriceとV/Tで計算)	\$13,389,016	<u>\$13,297,524</u>	\$14,058,467	\$13,301,472	<u>\$13,271,913</u>	\$15,705,590
Risk Factors							
N	CAF						
	CAF in Eur / Veh. (B*N)						
	Total, Eur / Veh. (H+O)						

☐ Most competitive  
Under lined ; Meet budget

Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A'			
Delivery		A	A			
Management		A	A			

Risk Factors

(メーカー別リスク・課題)

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001101改訂版

## Part Name : VDC (QW/WQW)

Volume: 2,800 /year 2WD 2 / years  
2,200 /year 4WD

Term of contract(契約期間):

## PRICE COMPARISON

Suppliers	Budget(太枠のみ)	2WD		4WD		Budget(太枠のみ)	TEVES	BOSCH
		TEVES	BOSCH	TEVES	BOSCH			
A Manufacturing location(工場所在地)	NA	USA	USA	NA	USA	USA		
B Price with contract currency (サプライヤーとの契約通貨ベース)	NA	US\$	US\$	NA	US\$	US\$		
C Piece Price Budget (部品費Budget、PJT通貨で記入)	\$596.90	\$563.40	\$577.08	\$596.90	\$568.40	\$577.08		
D Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF		
E Productivity (立上り後の年度原低率)		NA	NA		NA	NA		
F Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA	NA	NA	NA		
G Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	\$0.78	\$0.80	NA	\$0.78	\$0.80		
H Total cost (C+F+G)	\$596.90	\$563.40	\$577.08	\$596.90	\$568.40	\$577.08		
I Annual revenues(年間購入額) (HXAnnual volume)	\$1,671,320	\$1,577,520	\$1,615,823	\$1,313,180	\$1,250,480	\$1,269,575		
J V/T(投資額)	\$0	\$0	\$0	\$0	\$0	\$0		
K Pre-production costs(試作費用)	NA	NA	NA	NA	NA	NA		
L Grand total (I+J+K)	NA	\$1,577,520	\$1,615,823	NA	\$1,250,480	\$1,269,575		
M Net Present Value (Price PriceとV/Tで計算)	\$2,752,097	\$2,597,640	\$2,660,711	\$2,162,362	\$2,059,116	\$2,090,559		
Risk Factors								
N CAF								
CAF in Eur / Veh. (B*N)								
Total, Eur / Veh. (H+O)								

☐ Most competitive  
Under lined ; Meet budget

## Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A'			
Delivery		A	A			
Management		A	A			

Risk Factors

(メーカー別リスク・課題)

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001101改訂版

## Part Name : VDC (R50)

Volume: 2,000 /year 2WD 2 / years  
26,000 /year 4WD

Term of contract(契約期間):

## PRICE COMPARISON

Suppliers		2WD			4WD		
		Budget(太枠のみ)	TEVES	BOSCH	Budget(太枠のみ)	TEVES	BOSCH
A	Manufacturing location(工場所在地)	NA	JPN	JPN	NA	JPN	JPN
B	Price with contract currency (サプライヤーとの契約通貨ベース)	NA	YEN	YEN	NA	YEN	YEN
C	Piece Price Budget (部品費Budget、PJT通貨で記入)	¥48,940	<u>¥47,837</u>	¥53,358	¥48,940	<u>¥48,823</u>	¥53,358
D	Budget前提(EX-Works or CIFを記入)	CIF	CIF	CIF	CIF	CIF	CIF
E	Productivity (立上り後の年度原低率)		0.3%	NA		0.3%	NA
	Cost of terms of payment (支払方法によるコスト、金利等)	NA	NA	NA	NA	NA	NA
G	Logistics costs(CIFは部品費の内数 EX-WorksはMilk-run平均値を表示)	NA	¥75	¥197	NA	¥75	¥197
H	Total cost (C+F+G)	¥48,940	¥47,837	¥53,358	¥48,940	¥48,823	¥53,358
I	Annual revenues(年間購入額) (HXAnnual volume)	¥97,880,000	¥95,674,000	¥106,715,212	¥1,272,440,000	¥1,269,398,000	¥1,387,297,758
J	V/T(投資額)	¥0	¥0	¥0	¥0	¥0	¥0
K	Pre-production costs(試作費用)	NA	NA	NA	NA	NA	NA
L	Grand total (I+J+K)	NA	¥95,674,000	¥106,715,212	NA	¥1,269,398,000	¥1,387,297,758
M	Net Present Value (Pice PriceとV/Tで計算)	¥336,029,965	<u>¥328,456,589</u>	¥366,361,964	¥4,368,389,548	<u>¥4,357,946,116</u>	¥4,762,705,530
Risk Factors							
N	CAF						
	CAF in Eur / Veh. (B*N)						
	Total, Eur / Veh. (H+O)						

\*1 :



Most competitive

Under lined ; Meet budget

## Supplier evaluation(メーカー評価)

Quality		A	A			
Cost		A	B			
Development		A	A'			
Delivery		A	A			
Management		A	A			

Risk Factors

(メーカー別リスク・課題)

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001101改訂版

Date : December 25, 2000

Price : USD

Item	Model	Volume (k units/year)	Drive System	ABS				ESP				Wheel
				System	Price	Option		System	Price	Development Cost	Option	Speed Sensor
						DDS	ABS+				DDS	
1	ZW	30	2WD	MK25	119.18	+5.50	+1.50	MK25ESP	334.78	1,000,000	+5.50	-
		70	4WD		129.68				335.73			
2	WZW	24	2WD		119.18				334.78			
		36	4WD		129.68				335.73			
3	WD22	36.1	2WD	-					329.78			22.95
		36.1	4WD	-					334.78			
4	D22	36.4	2WD	-					329.78			
		51.4	4WD	-					334.78			
5	UL	70	2WD	LX4	120.18	+5.50	-	LX4VDC	329.78	-	+5.50	
6	XX	70	2WD		120.18				329.78			

Assumptions for North American Models

(1) Content : ESP prices include HECU MK25ESP/LX4VDC, sensor cluster.(2WD yaw+lateral acc., 4WD yaw+lateral and long. Sensor), PS60 Pressure Sensor, and ROM.

Wheel Speed Sensor include 1meter cable, 3 grommets, no bracket. (All programs : 4-sensor/vehicle)

The price for Wheel Speed Sensor is not included in the system price and is quoted separately.

(2) \$250k fee required for WQW New Zealand 1-time Winter Test Development expenses

(3) Pricing in US\$, delivered to NMMC.

(4) Pricing is based upon full ABS and ESP volumes for ZW/WZW, D22/WD22, UL, and XX.

(5) Pricing effective for the first year in which there is the full volume production.

(6) Wheel Speed Sensor must be sourced with ABS/ESP. (Except ZW/WZW)

(7) Changes to vehicle specification variants require revised price calculation.

(8) The quotation is based on standard ATE specifications as applied to WQW for ABS products already.

(9) Minimum time of duration : Full volume supply over 5 years.

(10) Continental Teves will absorb all Flash costs for maximum of 60 days of production.

(11) Continental Teves will absorb the on-cost for the PS60 Pressure Sensor needed for ESP.

(12) Delivery terms : delivered to NMMC

(13) \$1=100JPY

## Current MY03 QW/WQW ABS Proposal

- Current ABS Proposal MY03 QW/WQW

	MY02 Pricing	MY03 Pricing Proposal
- 4x2	\$142.77	\$136.32
- 4x4	\$158.57	\$143.32

- Current ABS Pricing MY04 ZW/WZW

- 4x2	\$119.18
- 4X4	\$129.68

- Price Variances:

- 50% - ESP/ABS Ratio
- 50% - Program Life, Start of Production, Short Development Time, Cancellation Costs of QW/WQW 2 years remaining

Automotive Systems  
May 15, 2001

Continental  
**TEVES**

## NEW MY03 QW/WQW ABS PROPOSAL

- QW/WQW Pricing Proposal

	Previous MY03	New MY03	New MY04	MY02	MY01	MY00
- 4x2	\$136.32	\$129.00	\$119.18	142.77	146.13	147.55
- 4x4	\$143.32	\$136.00	\$129.68	158.57		

- Basis:

- Mix of ABS/ESP as follows:

CY2002	35K ESP	77K ABS
CY2003	70K ESP	154K ABS
CY2004	35K ESP	77K ABS

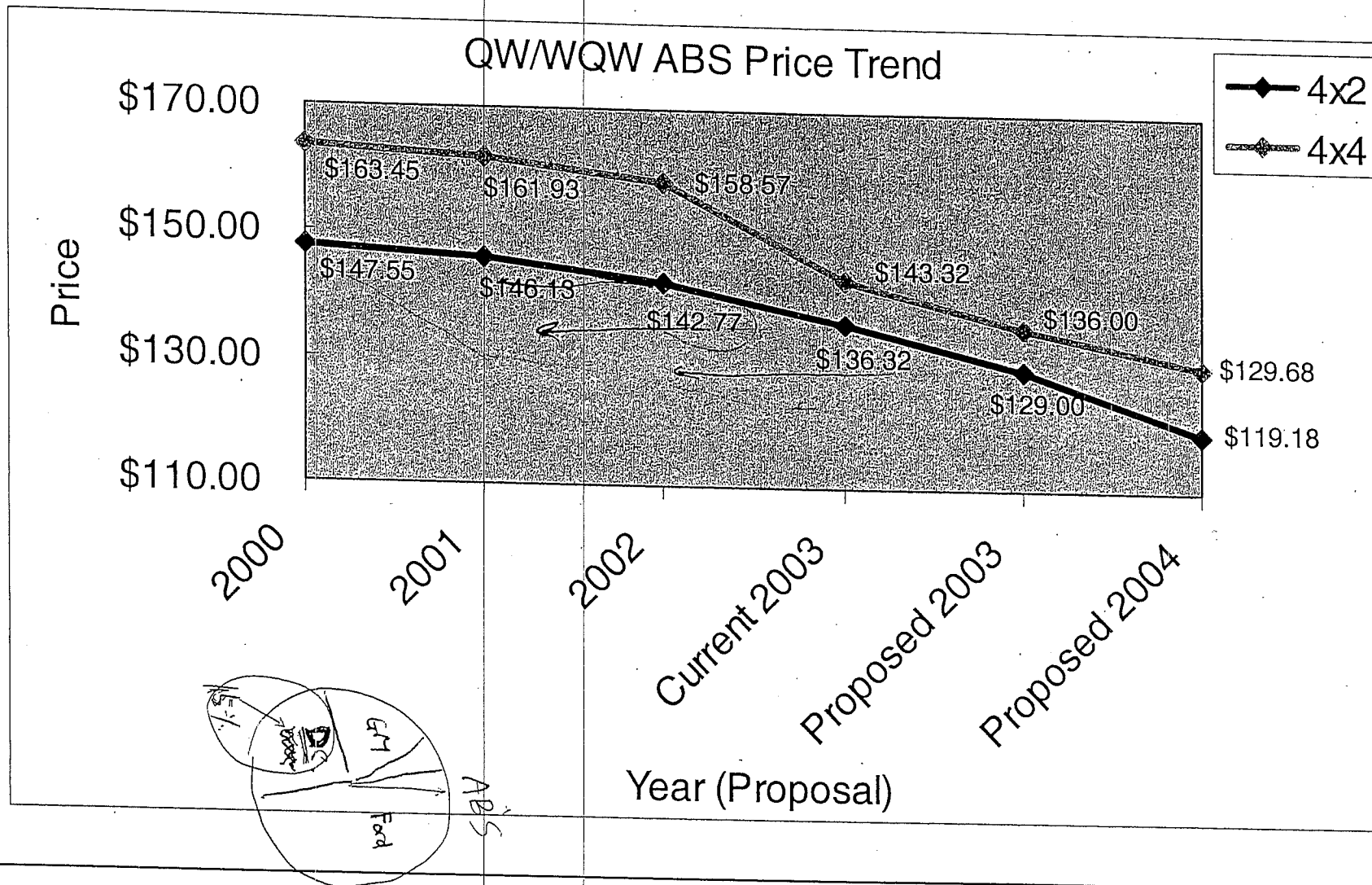
Mix will be reviewed on annual basis. Pricing will be adjusted for variance in actual vehicle builds.

- Tooling Amount to be reimbursed = \$200,000
- Calculations assume supplier for MY05 QW/WQW ABS + ESP.
- Pricing does not include flash.
- NRP credit for FY02

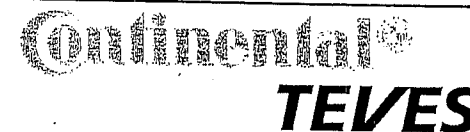
Automotive Systems  
 May 15, 2001







Automotive Systems  
 May 15, 2001





# VDC / 3S Scoring and Comparison(評価 結果)

2000/12/21

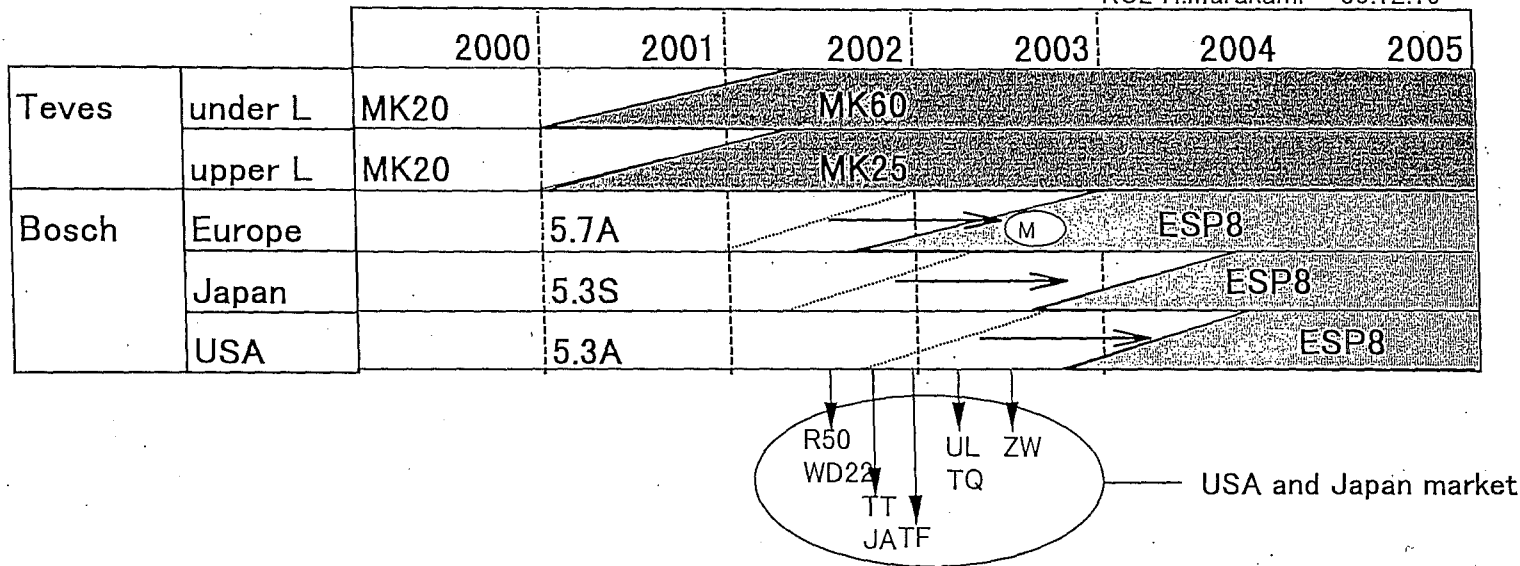
VDC (Attached ECU, Yaw-rate sensor, Steering Angle sensor, Wheel speed sensor, G sensor for 4WD)

ABS (Attached ECU, Wheel speed sensor, G sensor for 4WD)

Volume:										( k/year )
	TT	TF	TQ	JA	R50	XX	UL	ZW/ wZW	QW/ wQW	Total
VDC	9	40	0	0	28	6	8	44	5	140
ABS	15	0	55	33	-	56	67	61	-	287

## PRICE COMPARISON

			Buget		TEVES			BOSCH		
			VDC	ABS	VDC		ABS	VDC		ABS
TF	2WD	yen	48,940	-	MK25	47,832	⊙	-	5.7A	53,358 X
	4WD	yen	48,940	-	MK25	48,818	⊙	-	5.7A	53,358 X
TT	4WD	yen	48,940	17,927	MK25	48,818	⊙	15,414	⊙	5.7A 53,358 X 17,076 X
TQ	2WD	yen	-	13,706	-	-	-	13,514	⊙	- 14,476 X
	4WD	yen	-	16,258	-	-	-	15,059	⊙	- 17,076 X
JA	2WD	yen	-	12,742	-	-	-	12,742	⊙	- 13,704 X
XX	2WD	us\$	486.9	154.0	LX4	441.4	⊙	143.1	⊙	5.3A 465.1 X 162.6 X
UL	2WD	us\$	486.9	154.0	MK25	455.4	⊙	151.1	⊙	5.3A 465.1 X 162.6 X
ZW/wZW	2WD	us\$	417.9	120.0	MK25	415.5	⊙	119.2	⊙	5.3A 434.1 X 126.0 X
ZW/wZW	4WD	us\$	417.9	135.0	MK25	415.5	⊙	134.7	⊙	5.3A 434.1 X 159.4 X
QW/wQW	2WD	us\$	596.9	-	MK25	563.4	⊙	-	-	5.3A 577.1 X
	4WD	us\$	596.9	-	MK25	568.4	⊙	-	-	5.3A 577.1 X
R50	2WD	yen	48,940	-	MK25	47,837	⊙	-	-	5.7A 53,358 X
	4WD	yen	48,940	-	MK25	48,823	⊙	-	-	5.7A 53,358 X



- 1.Introduction of Bosch's new generation VDC which is named ESP8 is delay to Teves.  
(Nissan will be adopt Bosch ESP8 from June. 2003 in MM for Europe.)
2. Nissan's current VDC system is Bosch 5.3S.
3. Bosch 5.3S is less competitive to Teves's new generation which are named MK25 and MK60.
4. Bosch 5.3A is still expensive than MK25 and MK60 and has many technical difficulties.
  - 1)Tire pressure monitor preparation for 03YM is imposible.
  - 2)Some of vehicles can not install Bosch 5.3A because of bigger size than MK25.
  - 3)CAN-LAN converter for WD22 is not available in Bosch 5.3A system.
  - 4)Some of vehicles need ABS as a standard , TCS and VDC as a option. however Bosch's 5.3A does not support TCS function, Bosch 5.3S supports TCS. Therefore if we choose Bosch, Nissan needs double or triple development, tooling and handling in plant.
  - 4)Analog G sensor which is necessary for rigid 4WD does not meet CAN bus standard.
  - 5)Bosch 5.3A's connector is not Bosch standard connector but unique, Nissan needs further tooling cost for harness.
  - 6) Bosch's ABS logic for off-road is not ready. Teves's is ready to introduce it.

## Technical comparison regarding VDC system supplier

		U.S. production				Japan production		
		02/7	03/1	03/3	03/11, 03/7	02/7	02/8	02/12
		D22/wD22	XX	UL	ZW/wZW	R50	TT	TF
C.TEVES (Mk25)	Layout	OK	OK (LX4 VDC)	OK	OK	OK	OK	OK
	G sensor for rigid 4WD	OK			OK	OK		
	Tire pressure monitor	OK	OK	OK	OK	OK	OK	OK
	LAN/CAN converter	OK						
Bosch U.S.(5.3A) JPN(5.7A)	Layout	?	OK	OK	NG	OK	NG	NG
	G sensor for rigid 4WD	NG *1			NG *1	NG *1		
	Tire pressure monitor	NG *2	NG *2	NG *2	NG *2	OK	OK	OK
	LAN/CAN converter	NG *3						

\*1: Analog G sensor which is necessary for rigid 4WD does not meet CAN bus standard.

\*2: Tire pressure monitor preparation is not available in Bosch 5.3A system.

\*3: LAN/CAN converter for D22/wD22 is not available in Bosch 5.3A system.

XX

Part	Supp	Budget ea	Budget car	Tool		Tool	Latest Quote	Current Risks
				Budget Proj	Piece car			
Front Caliper	Tokico	27.4	54.8	555.53	54.65	464		Request for \$0.157 ea for tooling amortisation added to piece price (Over two yr)
								Nissan has said perhaps we cannot accept at all, would Tokico accept 5yr.
Rear Caliper	Akebono	16.97	33.94	300	31.79	0		
Rear PKB	Akebono	10.58	21.16		19.98	0		
Booster / Mcyl ABS	Bosch	45.46	45.46	180	45.46	161		Request for \$1.50 docking which is under negotiation.
Booster / Mcyl VDC	Bosch	Option			67.26			Request for \$0.50 leak test which is under negotiation. (Includes \$1.50 docking which is under negotiation)
								\$0.15 requested to the above actuation units for performance curve change. KDB considering
								\$16,107 obsolescence also requested for curve change

"XX Vehicle Programme – Commercial Commitment DocumentCommodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	ABS	Part Numbers (1st 5 digits)	47660

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	UNISIA JECS CORPO. Japan / Atsugi-shi	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (FCA, CIF, Delivery Frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-225-8084	
	Fax	046-225-1132	
	E-mail	sunao_hano@unisiajecs.co.jp	

5) Supplier Project Summary Comments (ie: Local Contents Requirement)

Although the development and the mass production of this project are performed in Japan like the correspondence projects which UNISIA JECS has performed to Nissan conventionally, Continental Teves Corporation / Continental Teves, Inc. (USA) takes responsibility to Nissan in first Principle as Tier 1 supplier.

Project Manager	Signature:	Print Name:	Date
	<i>[Signature]</i>	<i>[Signature]</i>	04.07.2007



XX Vehicle Programme – Commercial Commitment Document1) Commodity Details

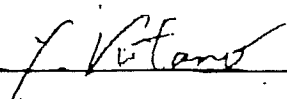
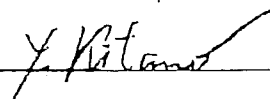
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	ABS	Part Numbers (1st 5 digits)	47660

2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002	Yes	\$ 120.18 /vehicle	Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul.-00	Yes	As above	As above
Quality Index			
Price Basis (E.g. RPO Design Specification & date)	Yes	RFQ specification	To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling Max SOP Price	Yes	To contain in piece price.	
Tooling Payment Terms 100% PSW	Yes		
Trial part Price	Yes	SOP Production Price	Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions	Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction	No	'03FY -0% '04FY '05FY '06FY '07FY	Supplier's voluntary proposal Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: 	Print Name: 	Date Oct. 31, 2001
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"XX Vehicle Programme - Commercial Commitment Document1) Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	WSS	Part Numbers (1st 5 digits)	47900/47901 47910/47911

2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002	Yes	\$ 22.95 /vehicle	Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul.-00	Yes	As above	As above
Quality Index			
Price Basis (E.g. RFQ Design Specification & date)	Yes	RFQ specification With 3 grommets and no bracket.	To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling Max SOP Price	Yes	To contain in piece price.	
Tooling Payment Terms 100% PSW	Yes		
Trial part Price	Yes	SOP Production Price	Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions	Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction	No	'03FY -0% '04FY '05FY '06FY '07FY	Supplier's voluntary proposal. Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: <i>J. Pitano</i>	Print Name: <i>J. Pitano</i>	Date: <i>Oct. 8/1, 2001</i>
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"XX Vehicle Programme – Commercial Commitment Document"Commodity Details

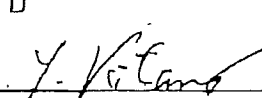
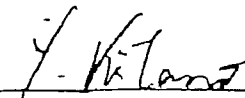
Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	WSS	Part Numbers (1st 5 digits)	47900/47901 47910/47911

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	NJRC Electronics Co., Ltd. Chine / Lianyungang, Jiangsu	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (FEA, CIF, Delivery Frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-222-5702	
	Fax	046-222-5710	
	E-mail	Keiji.toyoda@syd.odn.nc.jp	

5) Supplier Project Summary Comments(ie: Local Contents Requirement)

The development and the mass production of this project are performed like the correspondence projects which CTC has performed to Nissan conventionally.  
Continental Teves Inc. (Continental Teves North America) performs delivery of sensors to Nissan.

Project Manager	Signature: 	Print Name: 	Date: Oct. 31, 2001
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"XX Vehicle Programme - Commercial Commitment Document1) Commodity Details

Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	VDC	Part Numbers (1st 5 digits)	47660 47930

2) Commercial Summary

Pricing	Agreed (Y/N)	Value (by contract currency)	Explanation Comments
Maximum SOP Piece Price Commitment in FY2002	Yes	\$ 329.78 /vehicle	Delivered to Nissan factory. When the design changes, it adjusts separately.
Latest Piece Price in 19-Jul.-00	Yes	As above	As above
Quality Index			
Price Basis (E.g. RFQ Design Specification & date)	Yes	RFQ specification	To meet Nissan quality, performance and reliability targets as specified in RFQ.
Tooling Max SOP Price	Yes	To contain in piece price.	
Tooling Payment Terms 100% PSW	Yes		
Trial part Price	Yes	SOP Production Price	Regarding Prototype samples, we must negotiate later.
Nissan Terms & Conditions	Yes	Basic Purchasing Agreement, and RFQ Conditions	
5 Year Cost Reduction	No	'03FY -0% '04FY '05FY '06FY '07FY	Supplier's voluntary proposal Official target for '03 and after to be set later.

3) Supplier Commercial Summary Comments

Although a basic price agrees, in case of design change or different condition from RFQ or our quotation, we would like to discuss about price with Nissan separately.  
We would like to discuss a cost reduction plan with Nissan separately.

Commercial Director	Signature: <i>J. Kitano</i>	Print Name: <i>J. Kitano</i>	Date: <i>Oct. 3/2001</i>
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"XX Vehicle Programme – Commercial Commitment DocumentCommodity Details



Name	Continental Teves Corporation	Vendor Code	B220
Commodity Description	VDC	Part Numbers (1st 5 digits)	47660 47930

4) Project Support Information

Item	Agreed (Y/N)	Details	Explanation Comments
Tooling Capacity Volume (5 days/2 shifts)	Yes		As per RFQ requirements
Manufacturing Location (Country/Town)	Yes	UNISIA JECS CORPO. Japan / Atsugi-shi	
3 Year Warranty	Yes	To current condition between Nissan and supplier	
Logistics (FCA, CIF, Delivery Frequency)	Yes	Delivered to Nissan plant (Price includes packaging)	
Packaging Style	Yes	To Nissan guideline	
Project Leader Contact Details	Tel	046-225-8100	
	Fax	046-225-1132	
	E-mail	toru_takahashi@unisiajecs.c	

5) Supplier Project Summary Comments (ie: Local Contents Requirement)

Although the development and the mass production of this project are performed in Japan like the correspondence projects which UNISIA JECS has performed to Nissan conventionally, Continental Teves Corporation / Continental Teves, Inc. (Continental Teves North America) takes responsibility to Nissan in first principle as Tier 1 supplier.

Project Manager	Signature: 	Print Name: 	Date: Oct. 21, 2001
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